

Triple Success In Huntingdon

The recent letting of three substantial industrial properties in Huntingdon highlights the increasing demand for larger units.

Two of the properties are adjacent to each other on Windover Road and were formerly occupied by Wilsons Metals Plc, who instructed Barford + Co to market the units following their vacation.

Unit 12 is an industrial/warehouse unit with offices totalling approximately 55,878 sq ft and has been let to Penny Banks Ltd, a firm specialising in events solutions and furniture hire whose clients include The British Open Golf Tournament, London Fashion Week, Clothes Show Live and the BBC Good Food Show.

Unit 13, the larger of the two units of



10 St Margaret's Way, Huntingdon, let to Kloeber UK

approximately 72,150 sq ft, includes three storey offices and has been let to Steinhoff International who recently acquired Miers Beds. The company employs 250 staff in Huntingdon with Steinhoff International employing 85,000 staff worldwide.

The most recent letting is of 10 St Margaret's Way to new tenant Kloeber

UK Ltd, manufacturers of glazing solutions including bi folds and folding sliding doors. This property had previously been occupied by Bright Instruments since 1989.

All three of these lettings signify an increasing demand for larger scale industrial units across the Huntingdonshire area.

Shortage Of Industrial Space Hitting Businesses In St Ives

With the commercial property market on the rise, businesses are facing a shortage of industrial space to support relocation or expansion. This is particularly the case in St Ives where the availability of industrial premises is now negligible, and there is little land allocated for new commercial development. The supply position in Huntingdon and St Neots is little better with a lack of industrial accommodation throughout all size ranges.

As a result of this shortage, competition for properties of this type is increasing, and rents and prices are starting to rise. Whilst this is good for the owners of industrial properties, prospective occupiers are faced with a limited choice of options and greater overheads.



Barford + Co offers a property search and acquisition service which can be of benefit to companies seeking new premises. For assistance in your property search, or if you have surplus warehousing, factory units or commercial land, either with or without planning permission, contact Howard Westgate on 01480 213811.

Do you have Surplus Commercial Space For Sale or To Let?

Do you have a property to sell or lease or surplus space within your building? For a without obligation assessment of the value of your property and a full marketing report, please contact **Howard Westgate** on **01480 213811**.



Barford+Co Pulls No Punches With Letting of Industrial Unit to Boxing Gym

Barford + Co has let a former industrial unit on Little End Road in Eaton Socon to St Neots boxing enthusiast Kevin Bullus, who has ploughed his life savings into opening New Saints Boxing Club. Barford + Co successfully obtained planning permission for change of use allowing Kevin to transform the unit into a community boxing gym to create a safe place for adults and children to enjoy the sport.

Kevin runs the operation with his wife Joanna and son Jordan, also an amateur boxer. "The gym is a real labour of love," said Kevin. "You could say I went through a mid life crisis and I just felt as though this was something I had to do. My wife and son have been a great support and we run New Saints as a family; even though it's hard work I wouldn't have it any other way.

My son Jordan is himself an amateur boxer and coach and we both love working with new talent and training them to compete on the amateur circuit. The club is affiliated with the British Amateur Boxing Association so our boxers can be confident we are doing everything properly, plus boxing is a fantastic fitness activity with significant benefits including weight loss, muscle building and definition, and overall wellbeing."



Industrial Demand Sizzling in Sandy

Barford + Co has sold or let a total of eight industrial units at Gosforth Close in Sandy to five separate businesses following the administration of the previous tenant Albion Design and Fabrication Ltd. following instructions to undertake the marketing of the building. Barford + Co quickly identified the opportunity to let the premises in combination or individually. These transactions are indicative of the strong demand for industrial units in Sandy. Other deals concluded by Barford + Co in Sandy recently include:

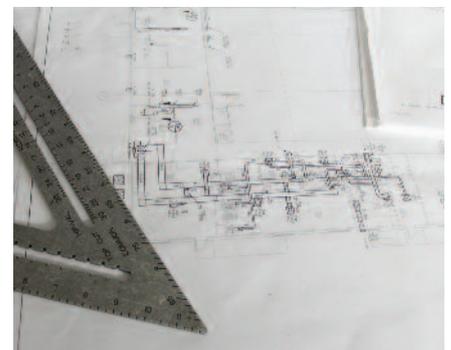
- Depot at Station Rd, Tempsford, Sandy. 9,618 sq ft on site of 0.86 acres **LET**
- 1B Stockton End, Sunderland Rd, Sandy. 4,095 sq ft **LET**
- 5 Stockton End, Sandy. 6,542 sq ft **SOLD**
- 2A Stockton End, Sunderland Road, Sandy. 1,942 sq ft **LET**

STOP PRESS! 25 acres of commercial land at the Middlefield Industrial Estate in Sandy is to come to the market in the near future. Barford + Co is to be appointed as agent and this will provide a much needed boost to the land supply in the A1 corridor.

Land Sales Demonstrate Improving Demand

Three recent sales concluded by Barford + Co provide strong evidence of rising demand for commercial land in Bedfordshire and Cambridgeshire. The company has recently sold three sites, two at Girtford, Sandy and one at Gamlingay. Acting on behalf of Kier Commercial Properties, a 3.87 acre was sold adjacent to the A1 to Copart, the automotive online sales and salvage company.

At Gamlingay, a three acre site at Station Road was sold to KMG, an adjoining occupier, to facilitate the further growth of its business. "The demand for commercial land had been dormant during the recession," commented Howard Westgate.



"However the lack of available serviced land coupled with increasing demand has led to better rents and improving yields. Accordingly, development is becoming viable and land prices are now once again approaching pre-recession levels," he continued.

Are You Looking for Commercial Space?

Available now! We have a large range of commercial premises to buy or lease. Details of all our properties can be found online at www.barfords.co.uk/available-property.

Alternatively, contact us on 01480 213811 if you are looking for commercial premises at the present time.

Competitive Bidding Results in Exceptional Investment Sale



Following instruction by a private investment company, Barford + Co was able to generate competitive bidding in respect of a complex of six industrial units at Bicton Industrial Estate in Kimbolton.

Trillium Properties, which specialises in acquiring and developing affordable industrial, office and retail units for smaller businesses, will be adding these six units to its expanding portfolio of commercial properties.

"There was significant interest in this

investment and the key to achieving the best outcome was to generate competitive bidding," said Howard Westgate. "Kimbolton is a popular location and notwithstanding the fact that some of the leases were relatively short term, an exceptional outcome was achieved on behalf of our client."

With purchasers lining up for such opportunities, Barford + Co is keen to speak to property owners and investors considering the sale of their commercial properties or portfolios.

Industrial Units Snapped Up in Ramsey

Low energy lighting specialist My Green Lighting has given the green light to a warehouse in Ramsey to become its new Head Office and distribution centre.

The unit on Highlode Industrial Estate gives the firm twice as much floor space compared to their previous unit in Pidley and will allow My Green Lighting to grow the commercial side of their business by establishing a showroom on site.

Howard Westgate, Associate Director

at Barford + Co, commented: "Highlode Industrial Estate is a popular location and the unit purchased by My Green Lighting is flexible and will adapt with the company as it continues to grow over the years.

"We've also sold a further industrial unit next to Highlode Industrial Estate and have let another two on the site. Ramsey is a popular location for industrial businesses offering good value for money and good transport links."

Kite Utility Services Flying High

Mechanical and electrical engineering firm KITE Utility Services Ltd has leased Unit 7 Foundry Way in Eaton Socon, St Neots, to accommodate the expansion of the business and allow further growth anticipated in the short to medium term.

"It's good to see another local company growing," said Howard Westgate. "The letting represents a further take up of existing stock which is reassuring for commercial landlords in the region," continued Howard.

Available now...

TO LET - Unit 14 West Newlands Industrial Estate, Huntingdon

A high grade detached industrial/warehouse unit is available to let, with an option to buy, on the popular West Newlands Industrial Estate in Somersham.

The building has been internally modified to a very high standard and includes office accommodation and showroom areas at first floor level above a workshop, stores and full height areas at ground floor level.

The unit was previously occupied by Kloeber UK Ltd, manufacturers of bespoke high end glazing solutions and bi fold doors. The unit measures 1,183.6 sq m and is offered to the market with a guide rent of £50,000 per annum.

TO LET - Joule House, Alington Road, St Neots

Joule House is a self-contained detached industrial unit with a yard and car park in an excellent business location close to the A428 trunk road and the A1.

The property features good quality offices on the ground and first floor with suspended ceilings and air conditioning. The unit totals 2,786 sq m (29,986 sq ft).

FOR SALE - Unit 18 Blackstone Road, Huntingdon

This modern two storey unit features high quality office, production and storage space housed within a steel portal-framed building.

These premises are considered suitable for a wide variety of uses including traditional offices, high tech and R&D, laboratory and light industrial. Blackstone Road is an excellent location in Huntingdon with easy access to the A14 and A1 and the property also benefits from 15 car parking spaces.

Deals Done...

SOLD

Twin Track Marketing Strategy Leads to Commercial Building Sale in Record Time



Financial adviser The Mortgage Broker Ltd has purchased a large modern building at Steel Close in St Neots to support its ambitious expansion plans.

Previously used as a depot, Barford + Co

recognised the potential for the property to be used as an office and this was instrumental in attracting the Mortgage Broker, who will adapt the building to provide a headquarters facility.

Howard Westgate said: "The property was snapped up very quickly by The Mortgage Broker which is testament to the twin track approach to marketing which Barford + Co adopted, targeting both the industrial and office sectors.

"The property was previously used as a depot and we identified the potential for the yard area to be used as additional car parking.

"The Mortgage Broker instantly recognised this potential. Terms were agreed within a swift timescale with the transaction proceeding to completion within 20 working days. Our client was extremely pleased not only with the quick turnaround, but also the fact that the price reflected a very good outcome in terms of value as well."

LET



9 LITTLE END ROAD, EATON SOCON, ST NEOTS
40,029 sq ft

Substantial industrial unit let to Trampoline Centre Extreme 360 following successful change of use.

LET



THE MILL SITE, GAMLINGAY
7,740 sq ft on 2.2 acre site

Depot site let to The Brogan Group to facilitate their continuing growth.

LET



EASTGATE HANGAR, LITTLE STAUGHTON
29,347 sq ft on 4.6 acre site

Substantial World War II hangar let to regional distribution firm following refurbishment works.

LET



CHAWSTON DEPOT, CHAWSTON LANE – 1.4 acre site with 7,811 sq ft of units

Let to existing tenants JM Traders who have taken a new lease of the property for vehicle storage.

LET



1 ORION COURT, COLMWORTH BUSINESS PARK ST NEOTS – 4,299 sq ft

High grade modern warehouse let to expanding adjacent occupier.

LET



MEDIA HOUSE, ST IVES
5,326 sq ft

Ground floor let to Acorn Labels to accommodate their further growth in St Ives.